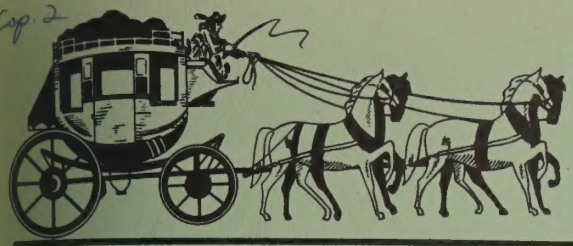


NODAK CROP INSURANCE NEWS

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

1959 Edition No. 1 January 14, 1959

SALES - On Thursday and Friday of last week the District Supervisors were in session here in the State Office. Even though it was a few days after New Year's we took an inventory and a good look at how we might be able to do more to assist you in 1959.

Everybody felt that, by working together, it will be possible to show an increase in participation this year. However, no one figures it will be easy. But, things are beginning to look up. In checking over the applications received I find that some counties are already showing an increase in business over 1958. Among them are Dickey, Divide, Griggs and Rolette.

Others have done an outstanding job on cancellations and collections. Towner, Oliver and Foster counties to name a few. These counties and several others should soon be on the right side of the ledger. With seasonable weather and the New Year just getting under way I feel more of you will crowd the leaders soon.

We hope the multiple agents can continue to hold down cancellations during the remaining time in those counties. If they can, their task of increasing business will be easier.

DALLAS - On this day and Friday of last week the District Supervisors from [illegible] southern have in [illegible] state meetings. [illegible] through it [illegible] of our New Year's we took an inventory and a good look at how we might be able to do more to assist you in 1959.

Everyone felt that, by working together, it will be possible to show an increase in participation this year. However, no [illegible] figures at this [illegible] are beginning [illegible]. In [illegible] receive [illegible] over 1958. Among [illegible] Florida, [illegible] and Mississippi.

[illegible] Texas, [illegible] Texas [illegible] the [illegible] before [illegible].

To [illegible] the multiple agents can [illegible] to hold down cancellations during the remaining [illegible] in which [illegible] is [illegible] of increasing business [illegible].

Plenty of hard work and closer cooperation with your District Supervisor and our office will put North Dakota on the move towards the top again. One State Director has said, "Anytime is a good time to start sales. But next to YESTERDAY, you can't beat TODAY". LET'S GO.

AGENT CHANGES - H. C. Fulton has resigned as Cass County agent and we are operating this county from the State Office with one of our employees. Hub wanted to devote more time to field work and felt that by having only Richland County he could do so. We miss his almost daily visits and hope he will stop in at every opportunity. Albert Cerney resigned as Sioux County agent in order to devote more time to his farm. We are operating this county through Mrs. Alene Larson's office in Mandan. We feel that Sioux County insureds will continue to receive good service under this arrangement.

Nelson Elvick has been forced to give up the Nelson County agency due to the illness he has suffered with for the past several months. I talked with Mrs. Elvick the week before last and she said Nels seemed to be improving. I, and I'm sure all of you, hope this will continue. It must be hard to be laid up when one was as active in various neighborhood and public activities as Nels always was. Our new Nelson County agent is R. E. Busche of Lakota. George Opland has resigned as McHenry County agent in order to devote more time to his Ward County business. Mrs. Pearl Bostow of Towner has been appointed as a service agreement agent. McHenry County farmers will now be able to conduct their ASC and FCIC business in the same town. Walt Scott has resigned as Dickey County agent and Fred Blumer has been appointed a service agreement agent. Fred had been working for Walt so is entirely familiar with the work.

As you can see there are plenty of changes in our Crop Insurance family at this time.

PAMPHLETS TO COUNTY AGENTS - Have you taken some pamphlets and other information over to the County Extension Agent yet? In talking with Paul Kasson, County Agent leader he asked about that. If you haven't we urge you do so and to have a visit with the agent.

WARD COUNTY NEWS LETTER - Agent Opland is preparing a news letter each month with the hope that he can help his insureds understand the contract better and thus receive the fullest possible service that George can give them. If it works as I think it will, it might be something that more agents could do in the future. We know that George would appreciate any jokes, cartoons or other ideas that he could use from all of you. Send them to us and we will see that he gets them.

REINSTATEMENTS - As you know in counties with a December 31 cancellation date, the last day for reinstating is January 15. The requests for reinstatements should be transmitted without delay to us.

CANCELLATIONS - Review your files and if you haven't sent in all the cancellations, do so. Also, clean up any suspended cases or ones we wrote about immediately.

MISCELLANEOUS - Martin Schmidt is slowly improving. His doctor now let's him drive downtown every day if he wants to for an hour or so. I am sure if he can continue as he has we will soon be seeing Martin as active again as he always has been. Let's all hope so.

Thinking of Martin brings to mind unpaid accounts. March 31 is not too far away. You should be trying to collect as many of the unpaid 1958 accounts as possible so that the contracts do not terminate.

Statements of account will be here soon and the job of reconciling will have to be done. Reviewing records now will simplify this task.

[illegible] - Have you taken some pamphlets and other information over to the County Extension [illegible] year? In talk-
[illegible] County [illegible] raised much time. If you haven't
[illegible] to have a visit [illegible] the [illegible].

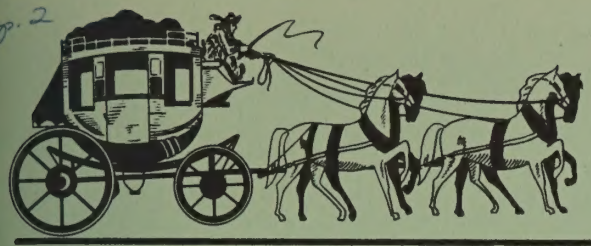
[illegible] - [illegible] preparing a news letter [illegible]
[illegible] one help in [illegible]
[illegible] volunteer [illegible] fulfill possible service [illegible]
[illegible] them. If it [illegible] [illegible] it might be something
that [illegible] would [illegible] [illegible] Dance would appreciate
[illegible] [illegible] [illegible] you. [illegible]
them to [illegible] [illegible] them.

[illegible] - [illegible] November 31 [illegible] date,
the last day for [illegible] January 15. The requests for
[illegible] should be [illegible] delay to us.

[illegible] your [illegible] You haven't done [illegible] all the [illegible] lectures,
[illegible] also, [illegible] or [illegible]
[illegible].

[illegible] - [illegible] Lobrede [illegible] [illegible] [illegible] [illegible] [illegible]
[illegible] every day - if [illegible] an hour or so.
[illegible] [illegible] [illegible] [illegible]
[illegible] [illegible] [illegible] [illegible] [illegible]

[illegible] [illegible] [illegible] [illegible] March 31 is
[illegible] [illegible] [illegible] [illegible] [illegible]
[illegible] [illegible] [illegible] [illegible] [illegible].
[illegible] [illegible] [illegible] [illegible] [illegible] [illegible]
[illegible] [illegible] [illegible] [illegible] [illegible] [illegible]
[illegible] [illegible] [illegible] [illegible] [illegible] [illegible].



NODAK CROP INSURANCE NEWS

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

1959 Edition No. 2

February 4, 1959

SALES - While more sales are coming in we haven't gained much ground over cancellations since our last edition. In meeting with agents in the Northern and Eastern parts of the State, I find that farmers are not coming in and asking for Crop Insurance. I am sure the same is true in all areas.

Those who are working at it, find that contacts get business. The amount of business you will have in 1959 depends upon the number of contacts you make. Time is slipping away fast. Less than two months remain at the most, since sales can be closed at any time. What will you do during the remaining time? Will you still be getting ready to start when the campaign is all over? Or will you be among the agents that have increased business for 1959?

Sales can and are being made. Our salesmen prove this every day. Paul Craig and his crew in Dickey County have signed up over 250 new crops plus about another 250 in changes from combined crop protection to individual crop protection. They signed up about 240 crops in Griggs County earlier in the season. Supervisor Thexton has several men selling in his area that are showing good results in spite of the worst roads in the State. They get out and make the contacts. Hardly a day goes by in Red's area that the snow isn't drifting and many days these are blizzard conditions that almost prevent driving. But, our salesmen haven't been stopped. They get out and go and sales are the result.

Supervisor Markel and his fieldmen are making progress even though only wheat insurance is available in his area.

Supervisor Olson's fieldmen are also making some sales when they get out.

Many agents are getting sales too and several are already in the group showing an increase for 1959. In many counties a small number of sales are needed to show an increase over 1958.

With just a few weeks left, I hope all of you will make all the contacts possible or hire men to do it for you.

We have had bad weather this winter. Can we be sure it won't be the same next Spring and Summer? That's the story to get across to your farmers.

Spring is just around the corner, so look towards the fine weather it should bring and go after sales in earnest for the rest of the period. If you do, North Dakota will again show an increase in both sales and premium income.

In the next issue we will show you how each County stands so get your applications in and we will be able to include them in the count.

SALES AIDS - Some of you are getting out good news articles, ads, letters and postcards. We would appreciate receiving if possible, at least 7 or 8 copies of each aid you use so that we can pass them on to the Supervisors. Ask your Supervisor to show you samples of what other agents are doing.

We are grateful to LaMoure County Agent Jim King for sending us copies of the original postcards he has developed. Jim says that each card gets him more new business and Jim has shown an increase over 1958 already.

Agents Art Jorgensen and George Opland have sent in some practical sales material. Other agents have also developed material that is good. Keep sending in your ideas, we can use them.

UNPAID ACCOUNTS - We will expect every agent to collect as many 1958 accounts as he can before March 31 so that we don't lose too many more contracts. Your agreement provides for compensation, so why don't you work in making these contacts when you are out making new sales?

THE MAN IN THE GLASS

When you get what you want in your struggle for self
And the world makes you king for a day,
Just go to the mirror and look at yourself
And see what THAT man has to say.

For it isn't your father or mother or wife
Who judgment upon you must pass;
The fellow whose verdict counts most in your life
Is the one staring back from the glass.

Some people may think you a straight-shooting chum
And call you a wonderful guy,
But the man in the glass says you're only a bum
If you can't look him straight in the eye.

He's the fellow to please -- never mind all the rest
For he's with you clear up to the end,
And you've passed your most dangerous, difficult test
If the man in the glass is your friend.

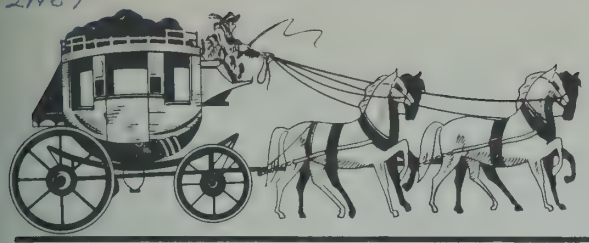
You may fool the whole world down the pathway of years,
And get pats on the back as you pass,
But your final reward will be heartaches and tears
If you've cheated the man in the glass.

.....ANONYMOUS

From "THE NEEDLE", FCIC News Letter

* * * * * * *

MARTIN SCHMIDT - We are sorry to report that Martin suffered another stroke on January 20 which leaves him completely helpless as it hit his left side. However, he can talk some and pains are starting in his arm and leg which shows that the nerves are not completely destroyed. His Doctors feel that with his strong heart he may work out of it again. We hope so. If you can find time, why not send him a card. Address it to Devils Lake. He got several last week and was highly pleased. He said for me to say "Hello" to all of you. He hopes and prays that he can be back on the job again in the spring and see all of you once more.



NODAK CROP INSURANCE NEWS

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

1959 Edition No. 3 February 25, 1959

SALES - Isn't it grand that we finally got a break in the weather? This will stop the snow we have from drifting and roads should get better every day. As time is fast coming to a close for sales, let's take advantage of the fine weather and make contacts and more contacts every day. I know you men are as anxious as I am to get your cancellations back and to increase your business over last year.

The past several weeks I have been out in the field. Have enjoyed working with the District Supervisors and our salesmen wherever I was able to do so. I think we have developed a little different approach on sales as well as rearranging our visual sales manuals. Discuss this with your District Supervisor the next time you see him and get some of the new ideas and put them to work. It's going to take a lot of hard work now to make up the time lost due to bad weather. It has been said - - -

> "You don't lose your shirt by rolling up your sleeves and getting at it." Let's go.

I hope you keep sending out letters. We are getting reports from over the State that good results are being obtained from letters sent out with post cards that can be returned. Sales are being made when they contact those who return the cards. If you have any new ideas or letters you want us to mimeograph, hurry and send them in so we can do them for you. Anything else that we might help you with, it will be a pleasure for us to do so.

The Agency system is on the spot, but if we all do our part, I'm sure Headquarters will be satisfied at the end of the sales period. It's up to us now. Remember - - - "Your business is like a wheelbarrow, it stands still unless you push it."

Next week at the Winter Show in Valley City, some of the neighboring Agents along with Barnes County Agent, Floyd Brudevold, have arranged a booth on Crop Insurance. Be sure and remind anyone you know that is going, to pay the booth a visit. What we as Crop Insurance personnel can learn from this will be an asset at the State Fairs later on this year. As has so often been said, we need to continually be bringing Crop Insurance before the public, farmers and businessmen alike, until All-Risk Crop Insurance is accepted as other Insurance is. These kind of exhibits are a splendid way to educate the fine people over our State.

We are enclosing a list by counties showing the sales made in each and received in the State Office. It shows some counties having made more sales then cancellations but as you can plainly see it will be a long hard pull for some and especially if you aren't making sales now. Quite a number of States are already ahead of last year's business which proves it can and is being done. They have problems the same as we do but are going ahead and getting the selling job taken care of.

> "Many who say it can't be done are liable to find themselves interrupted by somebody doing it."

We will get out another county list shortly so come on, men, and show the results I know you are capable of. I hope that by the middle of March you are far enough along to assure you an increase in your business and income for 1959. Good luck to all of you and remember we want to help in every way we can.

STATUS OF SALES CAMPAIGN (As Of February 25, 1959)

COUNTY	1958 Crops Covered	Cancellations For 1959 Rec'd. S. O.	Crops Covered For 1959 Rec'd. S. O.	Net Crops Covered For 1959	Gain Or Loss
Adams	113	27	4	90	-23
Barnes	1,559	93	12	1,478	-81
Benson	417	59	101	459	+42
Billings	91	17	0	74	-17
Bottineau	1,345	85	11	1,271	-74
Bowman	126	24	6	108	-18
Burke	202	16	1	187	-15
Burleigh	273	32	0	241	-32
Cass	1,835	244	12	1,603	-232
Cavalier	837	115	3	725	-112
Dickey	271	73	352	550	+279
Divide	169	9	86	246	+77
Dunn	138	16	11	133	-5
Eddy	181	31	40	190	+9
Emmons	162	28	29	163	+1
Foster	318	21	22	319	+1
Golden Valley	210	32	0	178	-32
Grand Forks	1,003	61	39	981	-22
Grant	177	27	6	156	-21
Griggs	232	31	253	454	+222
Hettinger	185	19	7	173	-12
Kidder	227	23	4	208	-19
LaMoure	368	46	191	513	+145
Logan	295	47	14	262	-33
McHenry	313	41	18	290	-23
McIntosh	397	29	2	370	-27
McKenzie	178	33	3	148	-30
McLean	1,043	97	6	952	-91
Mercer	241	25	5	221	-20
Morton	404	36	37	405	+1
Mountrail	403	45	1	359	-44
Nelson	375	74	32	333	-42
Oliver	112	5	1	108	-4
Pembina	907	73	13	847	-60
Pierce	762	57	9	714	-48
Ramsey	814	112	4	706	-108
Ransom	420	33	14	401	-19
Renville	276	14	1	263	-13
Richland	1,101	92	24	1,033	-68
Rolette	460	46	71	485	+25
Sargent	397	74	19	342	-55
Sheridan	449	28	11	432	-17
Sioux	68	15	12	65	-3
Slope	113	23	6	96	-17
Stark	247	33	23	237	-10
Steele	686	53	32	665	-21
Stutsman	2,600	216	63	2,447	-153
Towner	424	46	47	425	+1
Traill	1,783	224	22	1,581	-202
Walsh	1,463	154	40	1,349	-114
Ward	1,082	60	35	1,057	-25
Wells	340	49	6	297	-43
Williams	1,407	71	41	1,377	-30
TOTALS	29,999	3,034	1,802	28,767	-1,232

[illegible] (As of February 28, 1959)

OCC. BY	1959 Gross Covered	Cancellations For 1959 Ind'l, G. C.	Gross Covered For 1959 Resid. G. O.	Net Gross Covered For 1959	Gain Or Loss
[illegible] Guam	114	27	4	90	-[illegible]
[illegible]	1,589	38	14	1,474	-[illegible]
[illegible]	417	38	101	485	[illegible]
[illegible]	91	17	7	74	-17
[illegible]	1,245	[illegible]	11	1,271	-[illegible]
[illegible]	124	[illegible]	5	103	-18
[illegible]	203	14	1	187	-16
[illegible]	178	32	6	141	-32
[illegible]	1,488	[illegible]	18	1,405	-[illegible]
[illegible]	487	114	[illegible]	728	-112
[illegible]	271	72	55	257	-[illegible]
[illegible]	109	[illegible]	5	98	-17
[illegible]	144	[illegible]	11	144	[illegible]
[illegible]	181	51	40	190	[illegible]
[illegible]	107	28	29	109	[illegible]
[illegible]	115	21	[illegible]	[illegible]	[illegible]
[illegible]	210	[illegible]	0	[illegible]	-[illegible]
[illegible]	[illegible]	[illegible]	49	181	-[illegible]
[illegible]	[illegible]	27	8	169	-21
[illegible]	[illegible]	31	255	484	[illegible]
[illegible]	185	[illegible]	7	176	-12
[illegible]	127	[illegible]	4	208	-19
[illegible]	[illegible]	[illegible]	191	413	-[illegible]
[illegible]	[illegible]	17	14	186	-[illegible]
[illegible]	215	[illegible]	18	290	-[illegible]
[illegible]	237	24	[illegible]	270	-27
[illegible]	177	34	[illegible]	144	[illegible]
[illegible]	1,044	27	[illegible]	[illegible]	-21
[illegible]	[illegible]	35	[illegible]	[illegible]	[illegible]
[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
[illegible]	203	[illegible]	1	159	[illegible]
[illegible]	275	[illegible]	32	232	[illegible]
[illegible]	115	4	1	105	[illegible]
[illegible]	207	73	14	147	-[illegible]
[illegible]	184	[illegible]	8	174	-18
[illegible]	114	4	4	109	-1[illegible]
[illegible]	112	24	[illegible]	101	-19
[illegible]	278	14	1	203	[illegible]
[illegible]	1,101	32	14	1,088	[illegible]
[illegible]	460	49	71	185	-18
[illegible]	207	71	14	42	-[illegible]
[illegible]	145	15	11	[illegible]	-17
[illegible]	[illegible]	15	12	8	[illegible]
[illegible]	113	[illegible]	6	[illegible]	-17
[illegible]	117	43	13	147	-10
[illegible]	186	32	32	165	-21
[illegible]	2,800	218	35	[illegible]	[illegible]
[illegible]	144	46	47	198	[illegible]
[illegible]	1,705	224	32	1,001	-[illegible]
[illegible]	1,482	154	0	1,449	-1[illegible]
[illegible]	1,342	10	35	1,327	[illegible]
[illegible]	110	[illegible]	6	207	[illegible]
[illegible]	1,407	71	41	1,477	[illegible]
Grand Total	25,395	3,064	1,162	23,767	-1,286